

Application of DONAHUE - Serial No. 09/610,005

an associated displayed choice including at least an agreement choice and a deferral choice;

(2) for each of a plurality of negotiators to the real estate agreement, detecting each negotiator's computer selection of one of the plurality of displayed choices for each of the predefined real estate agreement provisions;

(3) for each predefined real estate agreement provision, determining whether each of the plurality of negotiators has selected the same displayed choice and, for each such same choice, storing in a computer an indication of agreement regarding the associated agreement provision.

31. The computer-assisted method of claim 30, wherein each of the predefined real estate agreement provisions relates to a real estate lease provision.

A. 32. The computer-assisted method of claim 30, wherein step (1) comprises the step of displaying the predefined real estate agreement provisions grouped into distinct negotiation phases.

33. The computer-assisted method of claim 30, wherein step (1) is performed on two computers each located at a different geographic location, wherein each negotiator selects choices during different time periods.

34. The computer-assisted method of claim 30, wherein steps (1) to (3) are performed during a first negotiation period, and further comprising the steps of:

(4) during a later negotiation period, re-displaying real estate agreement provisions for which agreement was not reached during the first negotiation period, and repeating steps (2) and (3) for all such provisions.

35. The computer-assisted method of claim 30, wherein step (1) comprises the step of displaying each of the plurality of real estate agreement provisions simultaneously on a single computer screen.

36. The computer-assisted method of claim 30, wherein step (1) comprises the step of displaying each of the plurality of real estate agreement provisions successively on separate computer screens.

37. A computer programmed with computer software that carries out steps (1) to (3) of claim 36.

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38. A computer-assisted method of negotiating an agreement over a computer network, comprising the steps of:

(1) displaying on a first computer screen a plurality of predefined agreement provisions each relating to one aspect of a potential agreement, each provision having an associated displayed choice including at least an agreement choice and a deferral choice;

(2) detecting a first negotiator's computer selection of one of the plurality of displayed choices for each of the predefined agreement provisions;

(3) displaying on a second computer screen the plurality of predefined agreement provisions displayed on the first computer screen and a second plurality of associated displayed choices including at least an agreement choice and a deferral choice;

A1 (4) detecting a second negotiator's computer selection of one of the plurality of displayed choices displayed on the second computer screen;

(5) determining whether the first and second negotiators have selected a same displayed choice for each predefined agreement provision and, for each such same choice, storing in a computer memory an indication of agreement regarding the associated agreement provision.

39. The computer-assisted method of claim 38, wherein step (1) comprises the step of displaying the predefined agreement provisions grouped into distinct negotiation phases.

40. The computer-assisted method of claim 38, wherein step (3) comprises the step of further displaying on the second computer screen one or more computer selections made by the first negotiator.

41. The computer-assisted method of claim 38, wherein step (1) is performed on two computers each located at a different geographic location, wherein each negotiator selects choices during different time periods.

42. The computer-assisted method of claim 38, wherein steps (1) to (4) are performed during a first negotiation period, and further comprising the steps of:

(6) during a later negotiation period, re-displaying agreement provisions for which agreement was not reached during the first negotiation period, and repeating steps (1) through (4) for all such provisions.